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February 4, 1997

RJR Account # 839530  
CONTINENTAL TOBACCO  
144 ATCO AVE.  
ATCO, NJ 08004

March Doral Buy 2 Packs Get 1 Free #700046

To: CONTINENTAL TOBACCO

Doral product and shippers have been packed and are available for you at your wholesale supplier M. BERNSTEIN & SONS. If you have changed suppliers or this is not your current supplier, please call our Operations Office at 610-280-9120 and provide us with updated information for future promotions.

A retail account listing for this promotion is attached, please ship the numbers of displays indicated to your accounts on this listing.

Quantity of Shippers:	36
These shippers will service:	8 Retail Stores
Ship Date to retail	Week of March 3, 1997
Retail Sales Offer per SKU	20 Offers
Brand Assortment:	Doral FF King
	Doral LT King
	Doral FF 100
	Doral LT 100

Billing per SKU	4 Savings Priced Cartons
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**Promotion Description:** Utilizes self-contained shipper. Shipper has 20, buy 2 packs get 1 pack free.

Ship the number of displays to each account as noted on the enclosed retail account listing.

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Doral B2G1F

Account: CONTINENTAL TOBACCO / 839530

Attached is a list of retail accounts authorized to receive the packed displays.

**Important Note:** If any of the accounts on the attached VAP listing refuse delivery or send the promotional shipper back to you, please contact our Operations office at 610-280-9120.

We will arrange to have our sales representatives re-sell the product for you .

For additional information or questions please contact your RJR Representative: Robert Fricke

As always, thanks for your assistance in the marketing of our products

Warm Regards,

*Mark*

M. J. Goodman

cc: Robert Fricke

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